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## General principles of learning-based multi-agent systems - group of 8 »

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DH Wolpert, KR Wheeler, K Tumer - Proceedings of the third annual conference on Autonomous

..., 1999 - portal.acm.org

... issue by modifying the local utility func- tions at run-time based on localized ... utility,

GTC), is a function of the state of all agents across all ... fir goal. ...

Cited by 43 - Web Search

#### Integration of representation into goal-driven behavior-basedrobots

MJ Mataric - Robotics and Automation, IEEE Transactions on, 1992 - ieeexplore.ieee.org ... model of the robot's current lo- cation, the desired goal location, and ... 1991, This work was supported in part by the Artificial Intelligence Center of Hughes ... Cited by 351 - Web Search

#### E-Service and the Consumer

RT Rust - International Journal of Electronic Commerce, 2001 - ME Sharpe ... that the product offering changes in real time, based on the ... consumer behavior, (2)the influence of agents on the ... The goal of this article has been to examine ... Cited by 47 - Web Search - BL Direct

#### 3D scanning in apparel design and human engineering - group of 3 »

S Paquette, SS Command, USANRDE Center - Computer Graphics and Applications, IEEE, 1996 - ieeexplore.ieee.org ... develop- ment, the US Defense Logistics Agency (DLA) supports ... body data are available, a major goal for equipment ... s motion is calculated in time based on the ... Cited by 19 - Web Search

## Pedestrians: creating agent behaviors through statistical analysis of observation data - group of 11 »

K Ashida, SJ Lee, JM Allbeck, H Sun, NI Badler, D ... - Computer Animation, 2001. The Fourteenth Conference on ..., 2001 - ieeexplore.ieee.org

... a distribution of these actions over **time based** on an ... provides additional information such as **goal** positions and ... Execution unit notifies the **Agent Model** when ... Cited by 13 - Web Search

#### An animated on-line community with artificial agents - group of 5 »

C Rich, RC Waters, Y Schabes, WT Freeman, MC ... - IEEE Multimedia, 1994 - doi.ieeecomputersociety.org ... modifies the motion of the body over **time based** on the ... a **goal** is a high-level action the **agent** wants to ... **Goals** are "high level" in the sense that the **agent** ... Cited by 11 - Web Search

## On Developing Distributed Middleware Services for QoS-and Criticality-Based Resource Negotiation and ...

- aroup of 6 »

JA Huang, YA Wang, FA Cao - Real-Time Systems, 1999 - Springer

... scheduling spanning tree first with the goal of reducing system ... request again after

a waiting time based on its ... The DSRM agent on each node executes sessions by ...

Cited by 34 - Web Search - BL Direct

#### The Virtual Mission Operations Center - group of 3 »

M Moore, J Fox - In NASA. Johnson Space Center, Seventh Annual Workshop on ..., 1994 - aaaprod.gsfc.nasa.gov ... of how agent authority can develop over time based on proven ... to share and extend evolving group goals to support ... for responding to her personalized user agent. ... Cited by 2 - View as HTML - Web Search

## Modeling Adaptive Autonomous Agents - group of 23 »

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P Maes - Artificial Life, 1994 - ist-socrates.berkeley.edu ... How can an agent improve its performance over time based on its ... selection is robust, adaptive and whether the agent achieves its goals within the ... Cited by 347 - View as HTML - Web Search

[BOOK] Simulating human tasks using simple natural language instructions MR Jung, JK Kalita, NI Badler, W Ching - 1991 - IEEE Computer Society Washington, DC, USA ... TI, T2]) means that an action E, in wihich agent Agent achieves goal Rel to ... The component subgoals above, contact, and support can be geometrically de ... Cited by 1 - Web Search - Library Search

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1980

# [воок] <u>Call Center Management on Fast Forward: Succeeding in Today's Dynamic All articles Recent articles</u> Inbound Environment

B Cleveland, J Mayben - 1997 - books.google.com ... Our **goal** in writing this book is to provide you ... to offer cost-effective 24 hour a **day** service. ... all three components accurately for future **time** periods, usually ... Cited by 51 - Web Search - Library Search

### Visualizing large telecommunication data sets - group of 2 »

EE Koutsofios, SC North, DA Keim - Computer Graphics and Applications, IEEE, 1999 - ieeexplore.ieee.org ... Our goal was to help decision makers react to changing con ... often involves comparing multiple data sets that vary by time ... in the use of services by time of day, s ... Cited by 12 - Web Search

### Eyes wide shut? Querying the depth of call centre learning - group of 3 »

M Houlihan - Telephony, 1999 - emeraldinsight.com
... When behavioural control is a primary goal this introduces a climate of ... a combination of strategies and that their approach will vary over time and context ...

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## Using a manufacturing based simulation package to model as customer service center - group of 2 »

V Chin, SC Sprecher - Proceedings of the 22nd conference on Winter simulation, 1990 - portal.acm.org ... per day at given demand rates which vary by hour ... though, that the staffing number precludes time away from ... are required to meet the 95 percent answer rate goal. ... Cited by 2 - Web Search

#### Using the at&t labs packetscope for internet measurements, design, and performance analysis

N Anerousis, R Caceres, N Duffield, A Feldmann, A ... - AT&T Services and Infrastructure **Performance** Symposium, Nov, 1997 - kiskeya.net

... collection mode, the monitors can vary the granularity ... remarkable improvements in re-sponse time for an ... systems serve two sets of goals: • customer facing ... Cited by 12 - View as HTML - Web Search

#### [PS] Empirical analysis of a call center

A Mandelbaum, A Sakov, S Zeltyn - Faculty of Industrial Engineering and Management. Technion- ..., 2001 - iew3.technion.ac.il ... The **goal** of Service Engineering is to develop scientically-based ... 6. D { date of **call** in format year-month-day. ... 7. VRU in { **Time** that the phone-call enters the ... Cited by 33 - View as HTML - Web Search

# MusicFX: an arbiter of group preferences for computer supported collaborative workouts - group of 11 » JF McCarthy, TD Anagnost - Proceedings of the 1998 ACM conference on Computer supported ..., 1998 - portal.acm.org

... mile these **goals** focus on the issue of music selection ... fikely to hear the same station every **time** they work ... we also allow the music selection to **vary** among the ...

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## The virtual visit: using telecommunications technology to take care of patients - group of 2 »

RH Friedman, JE Stollerman, DM Mahoney, L ... - J Am Med Inform Assoc, 1997 - pubmedcentral.nih.gov ... conversations per patient and their frequency can also vary. ... multiple conversations over time, since behavior change takes time. ... in the behavior at a goal level ... Cited by 36 - Web Search - BL Direct

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Rostering by iterating integer programming and simulation - group of 7 »

SG Henderson, AJ Mason - Proceedings of the 30th conference on Winter simulation, 1998 - portal.acm.org ... rigourously establish results, since our main **goal** is to ... major measure of service is waiting **time** in the ... These utility curves can **vary** from customer to customer ... Cited by 10 - Web Search - BL Direct

Call centers (centres): Research bibliography with abstracts - group of 2 »

A Mandelbaum - Electronically available as ie. technion. ac. il/~ serveng ..., 2001 - iew3.technion.ac.il ... My goal here is to "describe" this research through a ... method resulted in patron delays observed to vary from 2 ... of toll booths required at any time of day ... Cited by 21 - View as HTML - Web Search

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change goals performance salesperson

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1980

#### ... and Perceived Intraorganizational Competition on Salesperson Goal Setting All articles Recent articles

and Performance

SP Brown, WL Cron, JW Slocum Jr - Journal of Marketing, 1998 - JSTOR ... we included the interaction term in a second regression and examined the significance of the change in R2 ... Salesperson Goal Setting and Performance 193. TABLE ... Cited by 24 - Web Search - BL Direct

### An Integrated Control Theory Model of Work Motivation

HJ Klein - The Academy of Management Review, 1989 - JSTOR ... performance is not greater than that of the current goal, no such change would be ... In some situations, however, the SEU of the higher performance level may ... Cited by 75 - Web Search - Library Search

## Developing Buyer-Seller Relationships - group of 2 »

FR Dwyer, PH Schurr, S Oh - Journal of Marketing, 1987 - JSTOR ... within a current rather than a new ex- change association, the ... each party to gauge and test the goal compatibility, integrity, and performance of the ... Cited by 1229 - Web Search

## ... Importance of Key Job Dimensions and Leadership Behaviors in Motivating Salesperson Work

#### Performance

PK Tyagi - Journal of Marketing, 1985 - JSTOR ... 01 .21 3.0 .05 Leader goal emphasis .10 ... Extrinsic Motivation and Work Performance Performance Significance Motivation ... of attempting to change what salespersons ... Cited by 31 - Web Search

#### Transformational and Transactional Leadership and Salesperson Performance - group of 2 »

SB MacKenzie, PM Podsakoff, GA Rich - Journal of the Academy of Marketing Science, 2001 - jam.sagepub.com ... Transformational leadership involves fundamentally changing the values, goals, and aspirations of ... In particular, sales performance is generally de-fined ... Cited by 32 - Web Search - BL Direct

# ... the Influence of Situational Constraints, Leader-Member Exchange, and Goal Commitment on

## **Performance**

HJ Klein, JS Kim - The Academy of Management Journal, 1998 - JSTOR ... relationship between goal commit- ment and performance for higher ... Employees with higher-quality ex- change relationships and high goal commitment performed ... Cited by 26 - Web Search - Library Search - BL Direct

## The Influence of Career Stages on Salespeople's Job Attitudes, Work Perceptions, and Performance

WL Cron. JW Slocum Jr - Journal of Marketing Research, 1986 - JSTOR ... William L. (1984), "Industrial Salesperson Develop- ment: A ... Cycle and Goal Setting: Goals, Performance, and Attitudes ... Departmental and Job Change Upon Perceived ... Cited by 27 - Web Search

#### The Influence of Career Stages on Components of Salesperson Motivation

WL Cron, AJ Dubinsky, RE Michaels - Journal of Marketing, 1988 - JSTOR ... also has been found to modify the relationship be- tween performance and various ... Salespeople's aspirations and goals are likely to change, Influence of ... Cited by 17 - Web Search

## The Determinants of Salesperson Performance: A Meta-Analysis

http://scholar.google.com/scholar?hl=en&lr=&q=change+goals+performance+salesperson&as ylo=1980&a... 6/12/06

GA Churchill Jr, NM Ford, SW Hartley, OC Walker Jr - Journal of Marketing Research, 1985 - JSTOR ... terms of its contributions to the **goals** of the ... The crucial distinction between performance and effective- ness is ... person, the quota, or perhaps a change in the ... Cited by 167 - Web Search - Library Search

#### [воок] Performance Consulting - group of 2 »

DG Robinson - 1996 - books.google.com ... be taken if that performance is to change." Someone in the role of Per- formance Consultant thinks in terms of what people must do if business goals are to ... Cited by 65 - Web Search - Library Search

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variance) (5n) (goal? ? or objective? ? or metric? ? or
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      Examined 550 files
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   3 files have one or more items; file list includes 562 files.
   One or more terms were invalid in 111 files.
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## **EAST Search History**

	Ref #	Hits	Search Query	DBs	Default Operator	Plurals	Time Stamp
mic	L1	15	(adjust\$3 or adjustment\$1 or ehang\$3 or alter\$3 or vary\$3 or variance\$1) NEAR5 (goal\$1 or objective\$1 or metric\$1) NEAR5 (time NEAR2 day\$1)	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	OFF	2006/06/12 17:57
1	L2	59	(adjust\$3 or adjustment\$1 or chang\$3 or alter\$3 or vary\$3 or variance\$1) NEAR5 (expectation\$1 or goal\$1 or objective\$1 or metric\$1 or performance or productivity) NEAR5 (time NEAR2 day\$1)	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	OFF	2006/06/12 17:57
mi (	[I3	44	2 not 1	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	OFF	2006/06/12 17:58
	L4	0	3 AND ((call or contact) NEAR2 center\$1)	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	OFF	2006/06/12 17:58
Just 4	<b>L</b> 5	32	3 AND (agent\$1 or representative\$1 or operator\$1)	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	OFF	2006/06/12 18:10
	L6	2	("6567787").PN.	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	OFF	2006/06/12 18:29
	L7	7037	performance NEAR5 (threshold\$1)	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	OFF	2006/06/12 18:29
	L8	451	7 SAME (call or calls or task\$1 or job\$1 or assignment\$1 or work)	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	OFF	2006/06/12 18:30

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IBM TDB	Will 19	8 SAME ((time or times) NEAR4 (dependent or based))	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM TDB	OR	OFF	2006/06/12 18:30
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6/12/06 7:02:17 PM Page 2